



Willamette Valley MLS

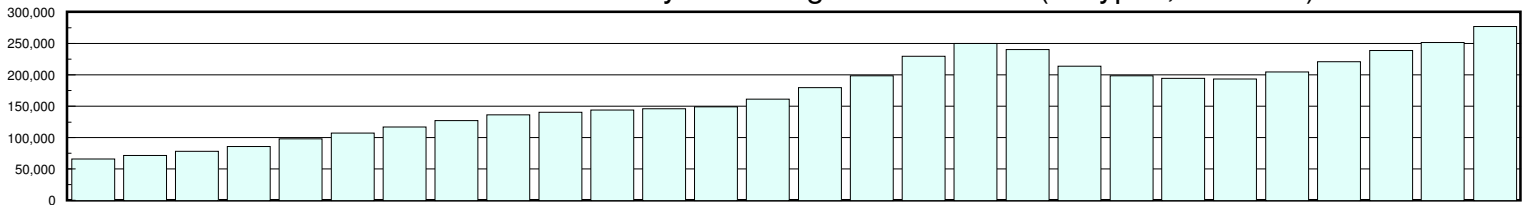
November 2017

Valley Real Estate Review

	Active Offices	Combined Sales Force	Total Listing Issued	Total Annual Sales	Total Annual Dollar Volume
2007	505	2,194	18,425	8,899	\$2,226,574,295
2008	481	1,898	16,957	5,954	1,433,604,120
2009	493	1,725	14,807	5,869	1,257,251,311
2010	484	1,607	14,870	5,772	1,149,297,552
2011	456	1,433	11,783	5,788	1,127,525,552
2012	461	1,417	11,654	6,541	1,266,808,552
2013	463	1,471	12,465	7,590	1,555,464,240
2014	457	1,597	12,867	7,908	1,751,100,072
2015	474	1,803	13,914	10,071	2,409,748,596
2016	502	2,063	14,486	10,991	2,766,313,799
2017 year to date	553	2,340	13,660	10,314	\$2,859,216,138

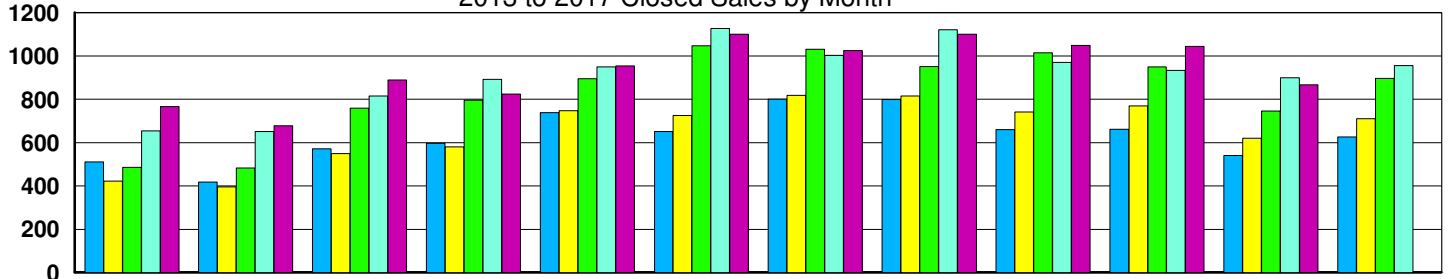
	2016	2017	% of Change
Active Listings	2,957	2,837	-4.06%
Months of Inventory	2.93	2.75	-6.14%

1990 to 2017 ytd Average Sales Prices (all types, all areas)



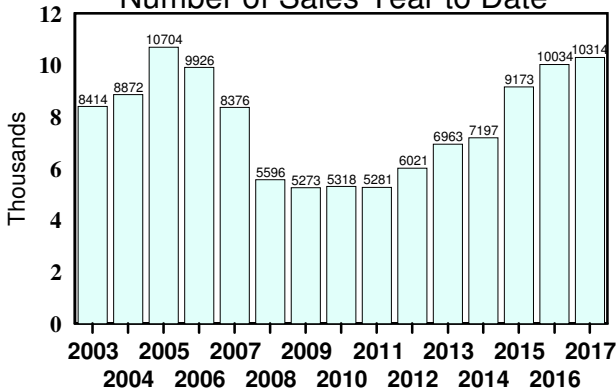
Year	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017
Price	66,718	72,002	78,723	86,339	98,379	107,670	117,470	127,493	136,601	140,886	144,482	146,282	149,460	161,637	179,917	198,908	230,064	250,205	240,780	214,219	199,116	194,804	193,672	204,936	221,434	239,276	251,689	277,217

2013 to 2017 Closed Sales by Month



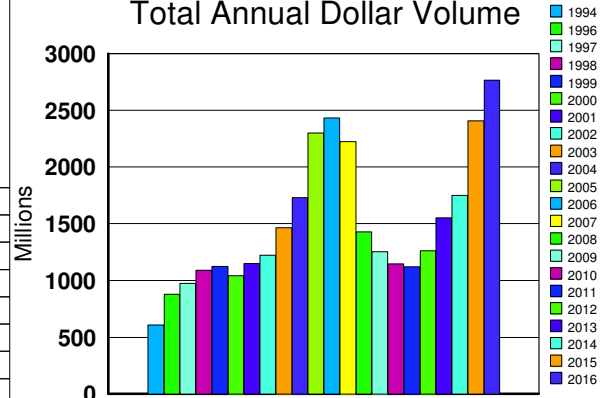
	JAN	FEB	MAR	APR	MAY	JUNE	JULY	AUG	SEPT	OCT	NOV	DEC
2013	512	419	573	599	739	653	802	800	661	663	542	627
2014	423	397	550	582	748	727	819	817	742	770	622	711
2015	487	484	762	798	896	1048	1033	952	1016	951	747	898
2016	656	653	816	894	951	1129	1006	1122	971	935	901	957
2017	768	681	890	826	956	1101	1027	1102	1050	1045	868	

Number of Sales Year to Date

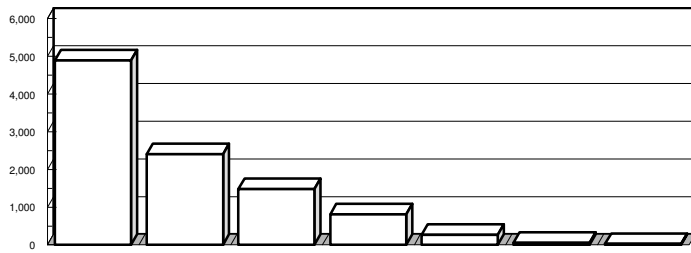


Year	Percent Increase/Decrease From Previous Year
2009	-5.77%
2010	0.85%
2011	-0.70%
2012	14.01%
2013	15.65%
2014	3.36%
2015	27.46%
2016	9.39%
2017	2.79%

Total Annual Dollar Volume

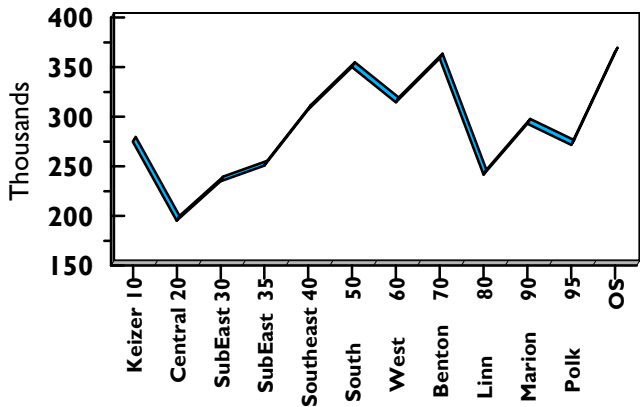


Top Sales Terms 2017 Year to Date



CNV	CSH	FHA	VA	USDA	1TD	LSC
4,892	2,406	1,480	809	268	55	33

Residential Average Sales Prices by Area Year to Date



% Chg = Percent of change from previous year

Residential Average Sales Prices by Area

AREA	2013	% Chg 12/2013	2014	% Chg 13/2014	2015	% Chg 14/2015	2016	% Chg 15/2016	2017 Year to Date
Keizer 10	\$200,691	13.24%	\$213,451	6.36%	\$228,235	6.93%	\$256,083	12.20%	\$274,938
Central 20	121,602	20.27%	141,510	16.37%	145,819	3.05%	168,057	15.25%	195,395
SubEast 30	152,181	15.56%	162,746	6.94%	187,193	15.02%	209,396	11.86%	234,926
SubEast 35	165,920	7.00%	183,966	10.88%	201,911	9.75%	229,343	13.59%	250,939
Southeast 40	216,998	11.27%	229,231	5.64%	256,625	11.95%	284,586	10.90%	307,348
South 50	261,056	6.65%	264,105	1.17%	301,696	14.23%	322,094	6.76%	350,281
West 60	231,284	13.82%	235,298	1.74%	252,158	7.17%	277,550	10.07%	314,663
Benton 70	281,489	3.93%	288,705	2.56%	313,218	8.49%	335,478	7.11%	358,982
Linn 80	169,823	7.89%	178,928	5.36%	202,488	13.17%	211,254	4.33%	241,782
Marion 90	198,411	1.68%	222,347	12.06%	249,230	12.09%	271,827	9.07%	293,080
Polk 95	195,440	7.63%	207,252	6.04%	235,510	13.63%	250,752	6.47%	271,896
Total Average	\$215,207	9.32%	\$227,879	5.89%	\$245,098	7.56%	\$263,415	7.47%	\$289,095



November 2017

New Construction Statistics

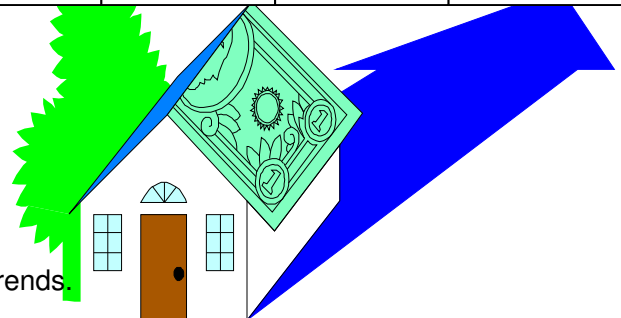
A member owned cooperative MLS Since 1949

New Construction Residential	Area 10 Keizer	Area 20 Central Salem	Area 30 Suburban NE	Area 35 Suburban SE	Area 40 SE Salem	Area 50 South Salem	Area 60 West Salem	Area 70 Benton County	Area 80 Linn County	Area 90 Marion County	Area 95 Polk County
Units Sold 12 Mos to date	35	2	16	2	71	45	41	67	193	68	89
Average Sales Price	\$349,654	\$246,500	\$246,710	\$243,150	\$407,045	\$393,634	\$333,847	\$347,595	\$299,110	\$359,841	\$295,855
Average Square Footage	2,187	1,526	1,514	1,623	2,176	2,212	1,985	2,135	1,894	2,130	1,724
Average Cost per Square Foot	\$161.00	\$162.00	\$164.00	\$150.00	\$189.00	\$179.00	\$170.00	\$167.00	\$159.00	\$171.00	\$174.00
Average Day on the Market	233	78	101	80	156	187	149	128	164	150	164
Currently Active Listings	3	0	2	0	23	14	34	18	100	37	36

New Construction Residential	Sales 2013	Sales 2014	Sales 2015	Sales 2016	Sales 2017 Year to Date	Currently Active	Currently Pending
Units	518	631	712	586	587	278	51
Average Price	\$233,900	\$248,308	\$267,239	\$305,337	\$336,927	\$388,551	\$402,926
Average Square Footage	1,826	1,888	1,926	1,990	1,994	2,129	2,202
Average Cost per Square Foot	\$128.00	\$132.00	\$139.00	\$153.00	\$171.00	\$183.00	\$184.00
Average Days on the Market	142	145	147	164	163	116	93



Equal Housing Opportunity

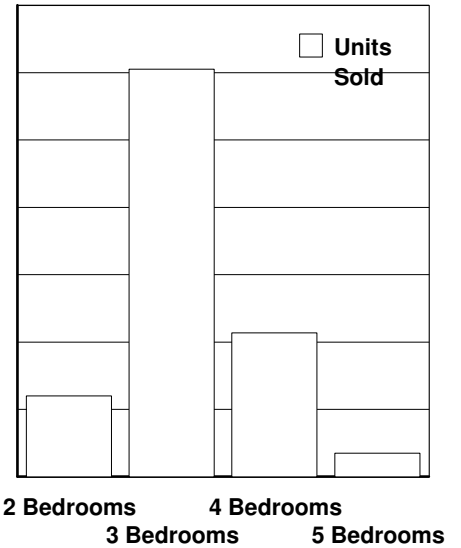


Many factors contribute to fluctuations in data - users should analyze over an extended period to ascertain market trends.

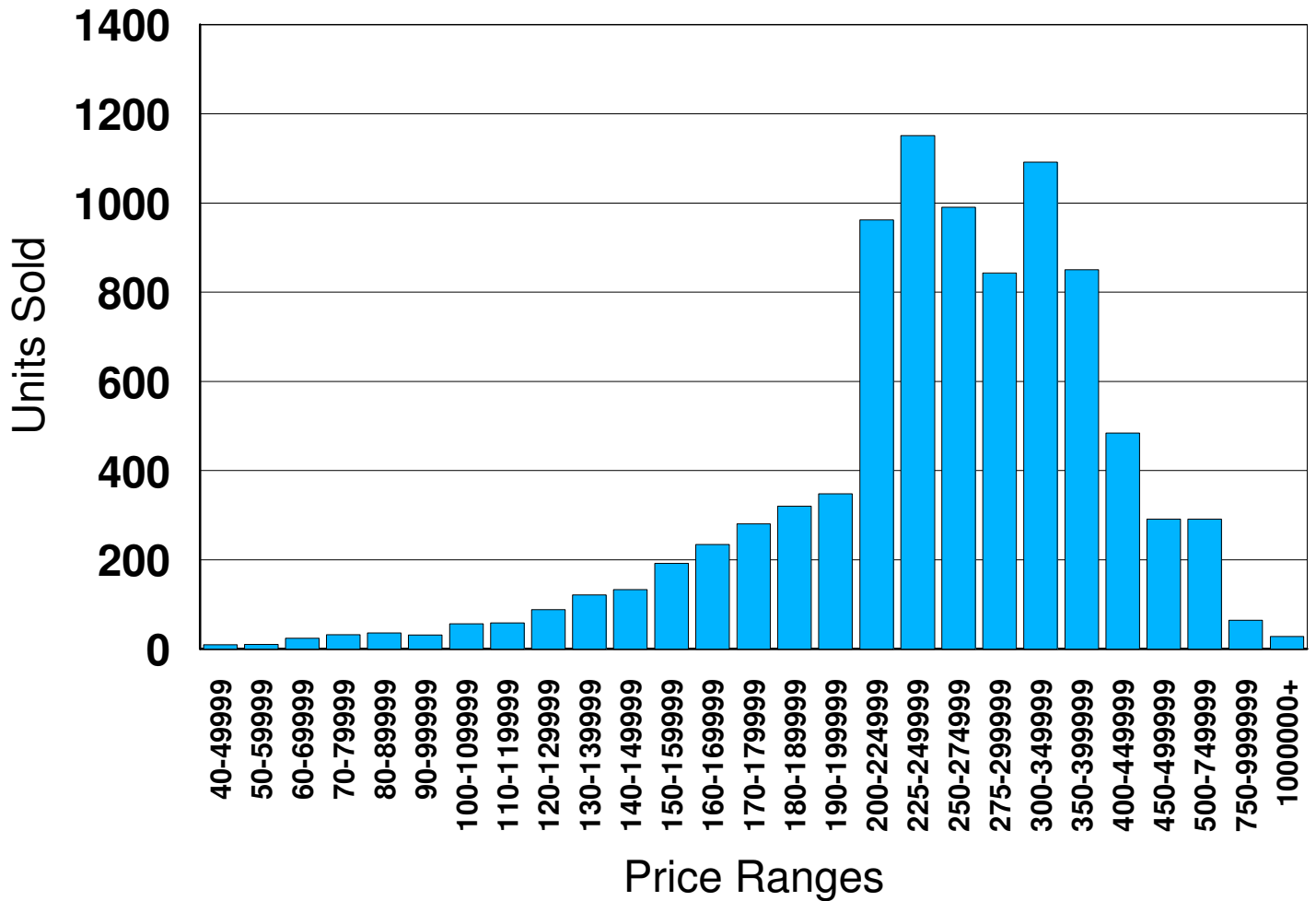
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Residential Sales by Number of Bedrooms

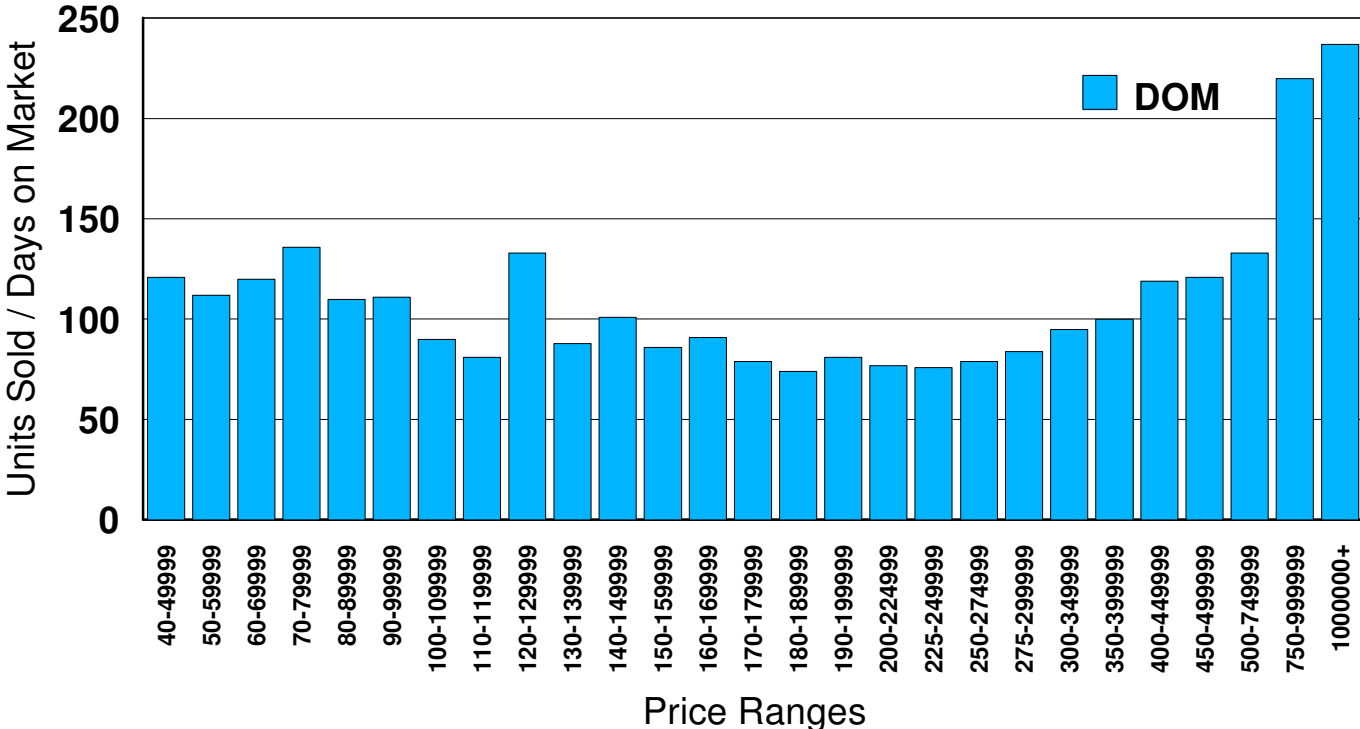
	2 Bedrooms	3 Bedrooms	4 Bedrooms	5 Bedrooms
Number Sold 12 Months	1,204	6,056	2,139	352
Average Sales Price	\$191,782	\$267,879	\$346,235	\$424,315
Average Square Footage	1,143	1,628	2,297	2,949
Average Cost per Square Foot	\$171.00	\$166.00	\$151.00	\$145.00
Days on Market	83	88	107	114
Active on the Market	139	780	470	106



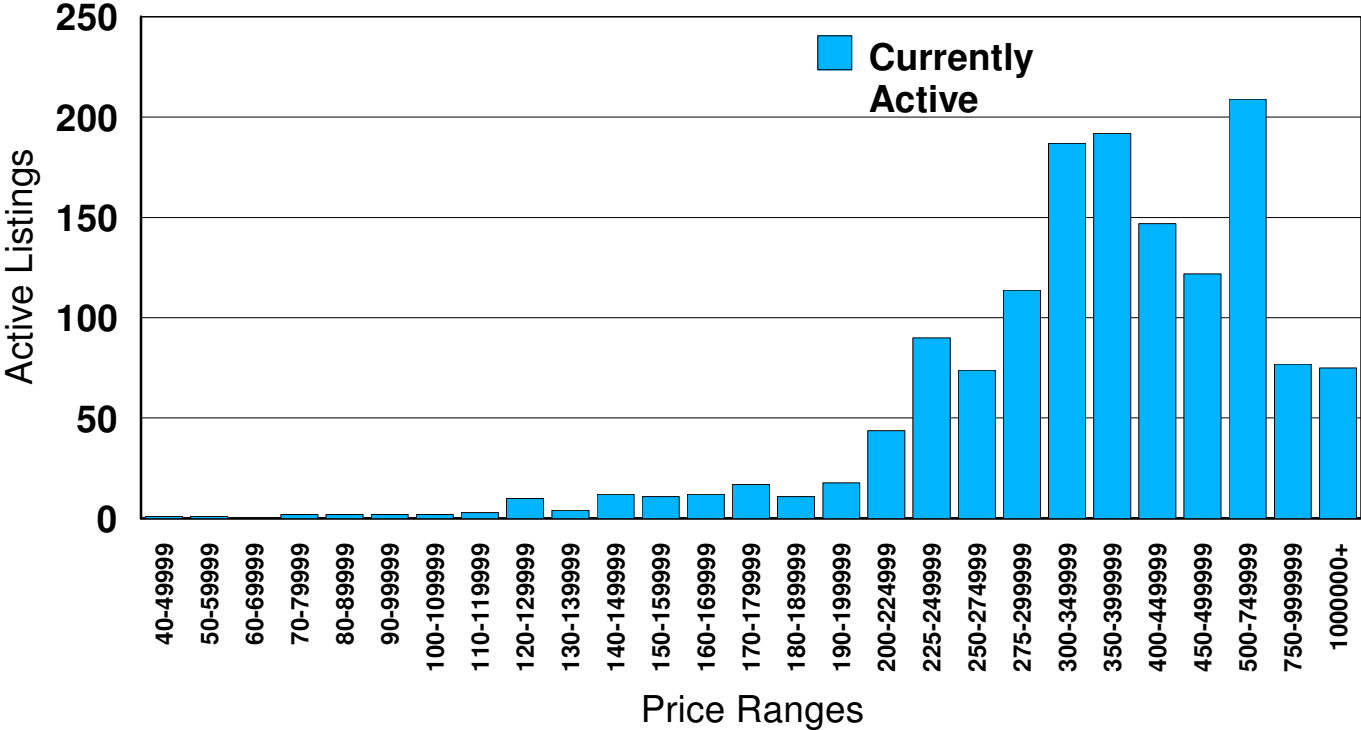
Residential Sold Listings by Price Range 12 Mos



Residential Listings by Price Range - Days on the Market



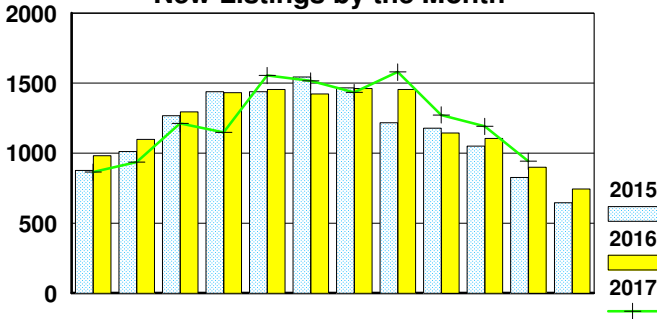
Active Residential by Price Range



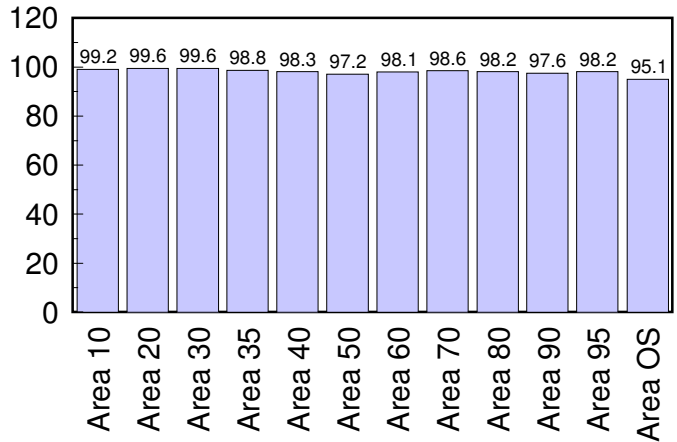
Residential Sold Price Analysis

AREA	2015 Units Sold	2015 Dollar Volume	2016 Units Sold	2016 Dollar Volume	2017 Units Sold Year to Date	Active on the Mkt	2017 Dollar Volume Year to Date	Original Average List Price	Average Sales Price	% Sale to List	Days on the Mkt	Average Square Footage	Price Per Square Foot
10	551	\$125757742	586	\$150065095	539	40	\$148191697	\$276945	\$274938	99.2	85	1746	\$161.00
20	373	54390492	397	66718758	416	28	81284610	196049	195395	99.6	78	1474	142.00
30	361	67576977	407	85224348	409	30	96084958	235849	234926	99.6	80	1535	157.00
35	327	66025111	378	86691869	340	17	85319383	253969	250939	98.8	83	1612	157.00
40	799	205044084	849	241614245	874	108	268622538	312479	307348	98.3	85	1886	167.00
50	402	121281795	457	147197003	464	68	162530632	360164	350281	97.2	105	2203	163.00
60	618	155833656	609	169028281	565	110	177785048	320574	314663	98.1	83	2102	155.00
70	1064	333264639	974	326755832	868	141	311596393	364047	358982	98.6	84	2023	186.00
80	1432	289964103	1831	386806659	1642	356	397006232	246125	241782	98.2	95	1611	152.00
90	958	238762627	1056	287049492	995	196	291615298	300155	293080	97.6	91	1755	171.00
95	559	131650554	656	164493696	636	111	172926126	276769	271896	98.2	107	1743	159.00
OS	581	177364326	629	214052749	619	241	225900139	383658	364943	95.1	109	1918	195.00

New Listings by the Month

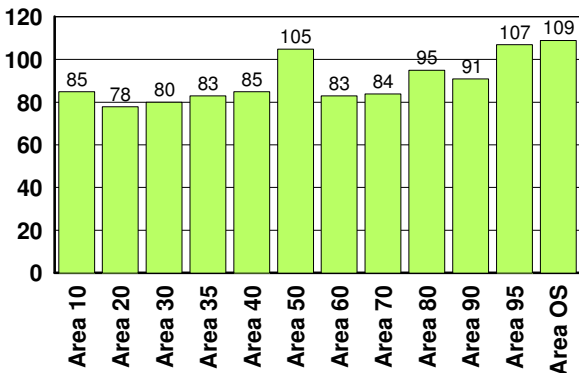


Percent of Sales Price to List Price (YTD)

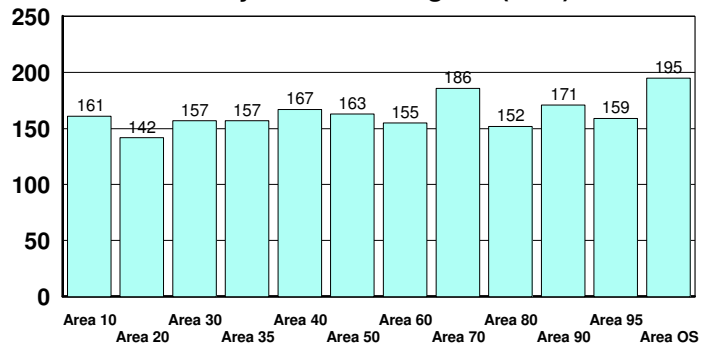


	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
2015	878	1013	1269	1441	1441	1546	1468	1220	1181	1053	828	649
2016	985	1100	1297	1435	1456	1424	1463	1456	1147	1108	901	746
2017	866	937	1212	1150	1555	1517	1434	1581	1274	1192	942	

Average Days on the Market (YTD)



Average Sales Price Per Square Foot By Area Including Lot (YTD)





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The Statistics presented in this update are compiled by the WVMLS. Statistics reflect sales made by member offices for properties listed in the Willamette Valley, Oregon. Many factors contribute to fluctuations in data. Users of this report should analyze data over an extended period to ascertain market trends. Information is deemed reliable but not guaranteed. Copyright 2017 WVMLS All rights reserved

Executive Vice President/Editor
Jay A. Gordon
We welcome your comments and suggestions.



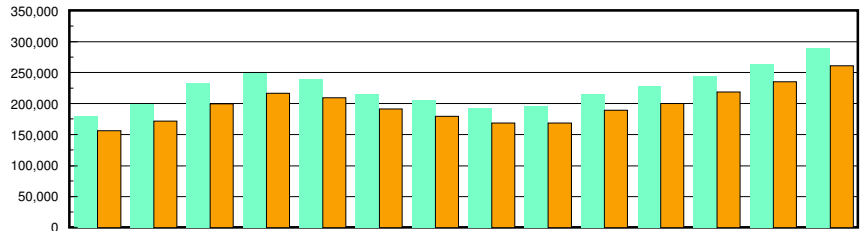
Equal Housing Opportunity

All statistical reports are available on the web at WVMLS.COM



AREAS:	#
Keizer	10
Central Salem	20
Suburban East	30
Suburban SE	35
Southeast Salem	40
South Salem	50
West Salem	60
Benton County	70
Linn County	80
Marion County	90
Polk County	95

2004 to 2017 ytd Residential Average/Median Sales Prices



2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017 ytd
180,172	199,754	232,943	249,203	240,406	215,432	205,406	193,821	196,867	215,207	227,879	245,098	263,415	289,095
156,900	172,400	199,900	217,000	210,000	192,000	180,050	169,000	169,000	189,595	200,350	219,000	235,400	261,300

Factoid: The average new home sold in the Willamette Valley is a 3 bedroom, 2 bath with 1,994 square feet plus a 2 car garage. The average cost per square foot for a new home is \$171.00 including a 6,000 square foot lot.

	Closed Sales	New Listings	Pending Listings	Average Sales Price	% List Price to Sales Price
November 2017	868	942	1,441	\$297,541	98.59%
Full Year 2016	10,991	14,486	4,940	\$251,689	98.78%
November 2016	901	869	1,858	\$276,584	98.72%
Full Year 2015	10,071	13,914	5,190	\$239,276	99.04%